



TECHNICAL ASSISTANCE WORKSHOP Paducah, Kentucky

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About the Delta Regional Authority

The Delta Regional Authority (DRA) is a federal-state partnership created by Congress in 2000 to promote and encourage the economic development of the lower Mississippi River region and Alabama Black Belt. DRA invests in projects supporting transportation infrastructure, basic public infrastructure, workforce training, and business development. DRA's mission is to help create jobs, build communities, and improve the lives of those who reside in the 252 counties and parishes of the eight-state region.

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February 28, 2020



Chris R. Caldwell
Federal Co-Chairman

Dear DRA Stakeholders,

On behalf of the Delta Regional Authority, welcome to Paducah, Kentucky for the Delta Workforce Program's Technical Assistance Workshop. I am excited to have attendees from western Kentucky represented here today to discuss critical issues impacting our region's economic competitiveness and quality of life. More specifically, I am pleased to present our agency's partnership with the U.S. Department of Labor (DOL) Employment and Training Administration and the Appalachian Regional Commission (ARC) to deploy \$29.2 million in Workforce Opportunity for Rural Communities (WORC) Grants in the Delta and Appalachian regions. This grant opportunity is unique to our region and will support industry-driven workforce training and education for job seekers residing in our rural communities.

To complement this federal initiative, DRA is making available \$1.5 million in Delta Workforce Program grants and offering post-award technical assistance to grantees. Most importantly, though, DRA is offering eight technical assistance workshops to help our region's stakeholders develop competitive applications for both grant programs.

I want to thank you for being here. With your commitment to building sustainable workforce talent pipelines, I am confident we will continue to accelerate our economic development efforts throughout the Mississippi River Delta region.

Sincerely,

A handwritten signature in black ink that reads "CR Caldwell". The signature is fluid and cursive.



Chris Caldwell
Federal Co-Chairman
Delta Regional Authority

AGENDA

Paducah, Kentucky

7:00am – 8:00am **Registration** *(Breakfast provided)*

8:00am – 8:15am **Welcome and Opening Remarks**
Chris Caldwell, Federal Co-Chairman, Delta Regional Authority
Aury Kangelos, Program Manager, Delta Regional Authority

8:30am – 9:30am **Keynote Address: Workforce Development in Western Kentucky**
Jay K. Box, Ed. D., President, Kentucky Community and Technical College System

Workforce development and economic development are inextricably linked in the modern economy. To ensure the prosperity of rural economies, workers and employers must adapt to meet ever-changing demands and opportunities. In this session, participants will be exposed to Kentucky's community and technical college system and how it is addressing the needs of industry and job seekers through tailored workforce training models in western Kentucky.

9:45am – 10:00am **Networking Break**

10:15am – 11:15am **DOL's Workforce Opportunity in Rural Communities (WORC) Grant Program: Funding Opportunity Announcement (FOA)**
Aury Kangelos, Program Manager, Delta Regional Authority

In this session, a representative from the Delta Regional Authority will introduce the U.S. Department of Labor's WORC initiative and provide a comprehensive overview of the funding opportunity to help participants develop competitive applications.

11:30am – 12:15 pm **Networking Lunch** *(Lunch provided)*

12:30pm – 1:30pm **Lightning Talk: 2019 U.S. Department of Labor WORC Grantee**
David Schuermer, Director of Grants, Planning, and Effectiveness,
Madisonville Community College
Craig Dixon, Grants Specialist, Madisonville Community College

In this session, a 2019 U.S. Department of Labor WORC grantee will provide an example of a successful workforce training program in the Mississippi River Delta region and discuss strategies for building innovative partnerships with industry and higher education to attain workforce outcomes in rural areas. Additionally, the speaker will discuss key strategies for developing and submitting competitive proposals to public entities.

1:45pm – 2:30pm **Creating a Competitive Proposal**
Delta Regional Authority Staff and Program Consultants

In this session, participants will learn how to build an effective workforce development program, how to scale, create a strong workforce pipeline attractive for existing and prospective businesses, and how to articulate that vision into a competitive grant proposal.

2:45pm – 3:15pm **Q & A**

3:30pm **Closing Remarks**
Aury Kangelos, Program Manager, Delta Regional Authority

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Speaker Biographies

Chris Caldwell, *Federal Co-Chairman, Delta Regional Authority*

Appointed by President Donald J. Trump and confirmed by the U.S. Senate, Chris assumed the role of Federal Co-Chairman of the Delta Regional Authority on Jan. 12, 2018. As Federal Co-Chairman, Caldwell leads the agency's operations and is responsible for DRA's strategic investments that promote economic development in 252 counties and parishes across eight states. Caldwell is a 7th-generation Arkansan and has extensive experience in political and government service. Before being confirmed as DRA chairman, Caldwell served as the director of special projects for U.S. Senator John Boozman of Arkansas. Caldwell was the campaign manager for Boozman's 2016 re-election campaign, as well as the political director for Boozman's 2010 Senate campaign. He has also served on several other campaigns, including Arkansas Governor Mike Huckabee's 2008 presidential bid and Arkansas Senator Tim Hutchinson's 2002 Senate campaign. Beyond his political and government service, Caldwell has held various roles in the private sector and is an active volunteer in his community. He graduated with a bachelor's degree in communication from the J. William Fulbright College of Arts and Sciences at the University of Arkansas. Caldwell resides in Little Rock with his wife Ashley and their two children.

Aury Kangelos, *Program Manager, Delta Regional Authority*

Aury joined the Delta Regional Authority in July of 2018 following three years at Clemson University where he is working towards completing a PhD in Public Policy with a focus in regional economic development. Aury oversees multiple DRA initiatives, including the Delta Leadership Institute, and other federal partnerships. Aury has experience in local, state, and the Federal government serving in the Development Office for the Town of Collierville, TN and the Office of Community Transportation with the Tennessee Department of Transportation. He holds a Bachelor of Arts in Political Science from the University of Tennessee at Martin, a master's degree in City and Regional Planning with a focus in economic development from the University of Memphis, and a Master of Science in Applied Economics and Statistics from Clemson University. Aury is also a graduate of the University of Memphis Herff College of Engineering's Freight Transportation Leadership Academy. Originally from Union City, TN, Aury, his wife Sarah, and son Jameson recently relocated back to Memphis.

Jay K. Box, *Ed. D., President, Kentucky Community and Technical College System*

Dr. Jay K. Box was named the second president of the Kentucky Community and Technical College System (KCTCS) on November 19, 2014. He is a community college graduate and has more than 30 years of experience in community college leadership. Dr. Box has a history of leadership within KCTCS, having served as the president of Hazard Community and Technical College from 2002 – 2007, followed by being named KCTCS vice president. In 2009, he was named chancellor and served in that role until being selected president of the System.

Prior to joining KCTCS, Dr. Box served as a vice president at McLennan Community College in Waco, Texas. Dr. Box was appointed to the American Workforce Policy Advisory Board by Commerce Secretary Wilbur Ross, who co-chairs the board with Advisor to the President, Ivanka Trump. The board brings together members from diverse backgrounds including educational institutions, state and local governments and CEOs from several major companies such as Apple, Walmart, Visa and Lockheed Martin. Dr. Box is the only community college system president on the council. He also serves on the national board for Rebuilding America's Middle Class, the National Council of State Directors of Community Colleges, the Kentucky Business-Education Roundtable and is an ex-officio board member of the Kentucky Chamber of Commerce.

Dr. Box received an associate degree from Howard College, a bachelor's degree in education from Southwest Texas State University, a master's degree in education from Texas Tech University and a doctorate in educational administration, higher education/community college specialty from Baylor University.

Speaker Biographies

David Schuermer, *Director of Grants, Planning, and Effectiveness, Madisonville Community College*

David has served as Director of Grants, Planning, and Institutional Effectiveness for Madisonville Community College since 1999. In this position, he oversees development and preparation of grant proposals, coordinates the college's on-going planning and evaluation processes, directs institutional research support, and serves as the college's Accreditation Liaison to the Southern Association of Colleges and Schools, Commission on Colleges. He holds both the M.A in English Language and Literature and M.Ed. in English Education from the University of Virginia, and the B.A. in English Language and Literature from the University of Kentucky.

Craig Dixon, *Grants Specialist, Madisonville Community College*

Craig holds the M.S. in Computer Science from Western Kentucky University and the B.S. in Computer Science from Murray State University. He joined the staff of Madisonville Community College in 2005, first as webmaster and later as a grants specialist. Since he began writing grants in 2011, he has helped secure almost \$10 million in grant funding from sources such as the National Science Foundation, the Health Resources and Services Administration, the United States Department of Agriculture, the Delta Regional Authority, and several state agencies and private foundations. He currently co-chairs the Kentucky Community and Technical College System's Sponsored Projects Peer Team.

U.S. Department of Labor's Workforce Opportunity in Rural Communities (WORC) Grant Program

10:15am – 11:15am

In this session, a representative from the Delta Regional Authority will provide a comprehensive explanation of the Funding Opportunity Announcement for the U.S. Department of Labor's WORC grant program to assist prospective applicants and partners in developing competitive proposals. This session will also include a high-level overview of the \$1.5 million Delta Workforce Grant Program.

Speakers:

Aury Kangelos, Program Manager, Delta Regional Authority

Key Takeaways:

- WORC is a \$29.2 million grant program administered by the U.S. Department of Labor in partnership with DRA and the Appalachian Regional Commission.
- WORC grants address workforce training and education for dislocated workers, incumbent workers, and new entrants to the workforce.
- The Delta Workforce Grant Program is a \$1.5 million grant program administered by DRA to invest in industry-led workforce training programs.
- Both WORC and Delta Workforce Grant Program application proposals must include industry partnerships to address the skills gap and place individuals in high quality jobs.
- WORC funding cycle is tentatively scheduled for March – May 2020.
- The Delta Workforce Grant Program funding cycle is June 1 – August 30, 2020.

Additional Resources:

- For more information about the Delta Workforce Program, visit www.dra.gov/workforce
- To review the WORC Funding Opportunity Announcement, visit www.grants.gov
- To review the Delta Workforce Grant Program's Request for Proposals, visit www.dra.gov/workforce (beginning June 1, 2020)
- For more information about DRA's Regional Development Plan III and DRA State Plans, visit www.dra.gov/plans.

Contact Information:

Aury Kangelos, Program Manager
Delta Regional Authority
akangelos@dra.gov

2019 U.S. Department of Labor WORC Grantee Lightning Talk

12:30pm – 1:30pm

In this session, a 2019 U.S. Department of Labor WORC grantee will provide an example of a successful workforce training program in western Kentucky and discuss strategies for building innovative partnerships with industry and higher education to attain workforce outcomes in rural areas. Additionally, the speakers will discuss key strategies for developing and submitting competitive proposals to public entities.

Speakers:

David Schuermer, Director of Grants, Planning, and Effectiveness, Madisonville Community College

Craig Dixon, Grants Specialist, Madisonville Community College

Key Takeaways:

- In 2019, Madisonville Community College (MCC) was awarded \$1,258,842 by the U.S. Department of Labor WORC grant program to jointly create and deliver a four-week Commercial Driver's License (CDL) training course with Henderson Community College (HCC). Recognizing the demand for transportation and utility professionals, the community colleges are also expanding MCC's lineman training program into HCC's service area.
- Since utility companies require linemen to hold a CDL as a condition of employment, the community colleges are delivering both lineman and CDL training in one location to meet this need.
- Madisonville Community College and Henderson Community College have built strategic partnerships with regional businesses and public and private entities to create a one-stop shop for individuals seeking employment in a six-county region, including: Henderson, Hopkins, McLean, Muhlenberg, Union, and Webster counties.

Contact Information:

David Schuermer, Director of Grants, Planning, and Effectiveness
Madisonville Community College
david.schuermer@kctcs.edu

Craig Dixon, Grants Specialist
Madisonville Community College
craig.dixon@kctcs.edu

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Creating a Competitive Proposal

1:45pm – 2:30pm

In this session, participants will breakout into groups to discuss how to build an effective workforce development program, how to scale, and how to create a strong workforce pipeline attractive for existing businesses, industry expansion and relocation, and prospective residents alike. Delta Regional Authority staff and program consultants will facilitate discussion by addressing key components of WORC's Funding Opportunity Announcement.

Facilitators:

Delta Regional Authority Staff and Program Consultants

Key Takeaways:

- The purpose of the WORC grant program is to meet the needs of industry and job seekers by strengthening workforce development models to place individuals in quality jobs.
- Innovative partnerships between industry, higher education, training providers, and wraparound services are essential to develop and maintain a strong workforce ecosystem.
- Outputs and outcomes should be realistic and attainable and must be considered when developing the program design of a workforce initiative.

Additional Resources:

- To review the Funding Opportunity Announcement from the 2019 WORC grant cycle, visit:
<https://www.doleta.gov/grants/pdf/FOA-ETA-19-08.pdf>
- For a list of past awards for the U.S. Department of Labor WORC grant program, visit:
<https://www.doleta.gov/DWGs/WORC/Grant-Awards/>
- For more information on industry-recognized workforce training materials, visit Skills Commons:
(<http://www.skillscommons.org/>)

Contact Information:

Aury Kangelos, Program Manager
Delta Regional Authority
akangelos@dra.gov

General questions? Email workforce@dra.gov.

APPENDIX

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Delta Regional Authority 101

ABOUT

The Delta Regional Authority (DRA) works to improve regional economic opportunity by helping to create jobs, build communities, and improve lives for the 10 million people who reside in the 252 counties and parishes of the eight-state Delta region. Led by the Delta Regional Authority Board -- comprised of the Federal Co-Chairman, appointed by the President and confirmed by the U.S. Senate, and the governors of the eight states -- DRA fosters local and regional partnerships that address economic and social challenges to ultimately strengthen the Delta economy and the quality of life for Delta residents.

DRA REGION

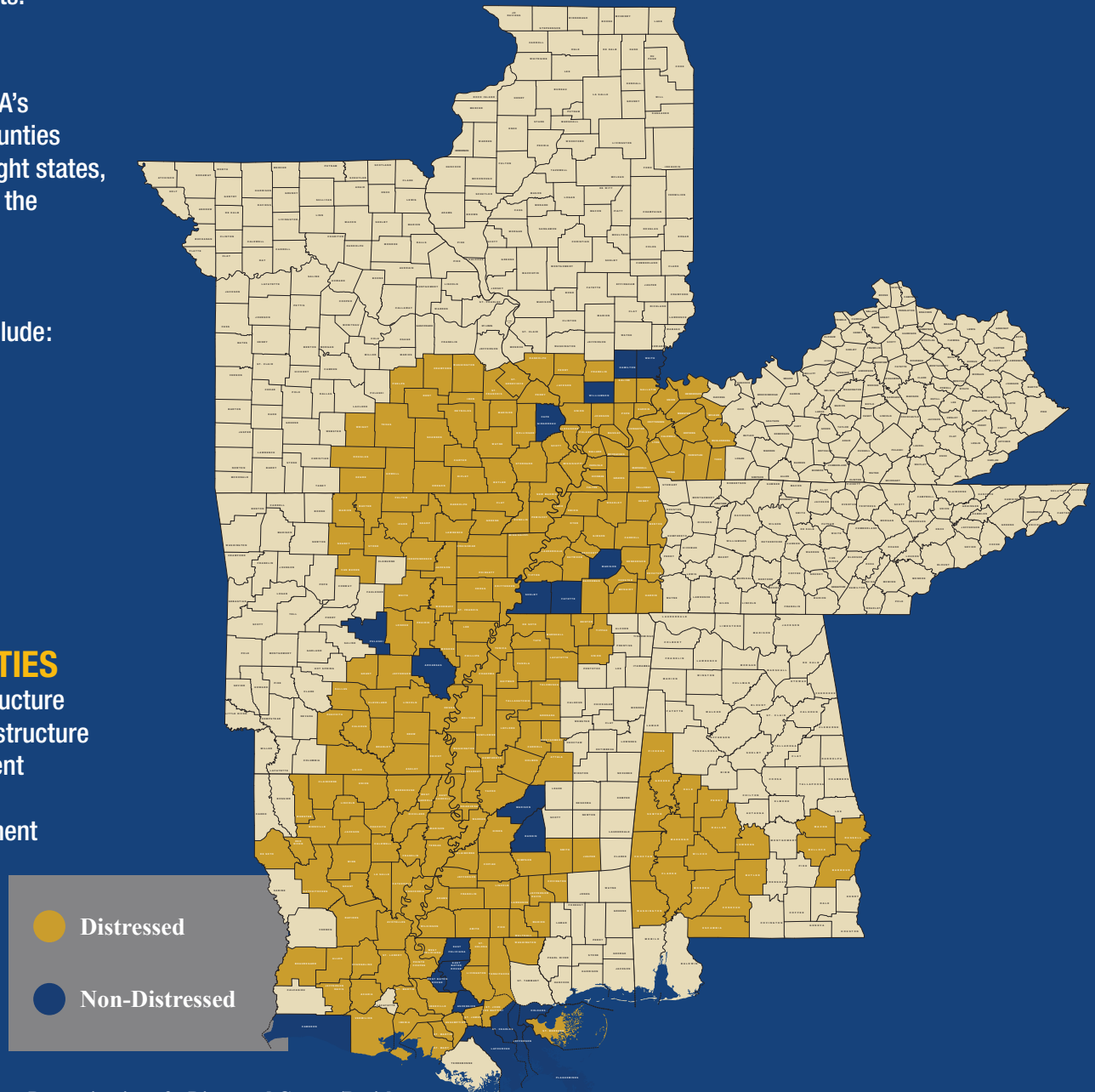
Per federal statute, DRA's region includes 252 counties and parishes across eight states, collectively designated the Mississippi River Delta and Alabama regions.

Participating states include:

- Alabama
- Arkansas
- Illinois
- Kentucky
- Louisiana
- Mississippi
- Missouri
- Tennessee

FUNDING PRIORITIES

- Basic Public Infrastructure
- Transportation Infrastructure
- Business Development & Entrepreneurship
- Workforce Development



Determination of a Distressed County/Parish:

Unemployment rate of one percent higher (5.2 percent) than the national average (4.2 percent) for the most recent 24-month period; or have a per capita income of 80 percent or less of the national per capita income.

Delta Regional Authority 101

ORGANIZATION



Chris R. Caldwell
Federal Co-Chairman



Governor
John Bel Edwards
States' Co-Chairman

BOARD OF GOVERNORS

ALABAMA



Governor
Kay Ivey

ARKANSAS



Governor
Asa Hutchinson

ILLINOIS



Governor
J.B. Pritzker

KENTUCKY



Governor
Andy Beshear

LOUISIANA



Governor
John Bel
Edwards

MISSISSIPPI



Governor
Tate Reeves

MISSOURI



Governor
Mike Parson

TENNESSEE



Governor
Bill Lee

DESIGNEES/ALTERNATES:

ALABAMA

Designee - Kenneth Boswell
kenneth.boswell@adeca.alabama.gov
(334) 242-5090

Alternate - Crystal Davis
Crystal.davis@adeca.alabama.gov
(334) 353-2630

ARKANSAS

Designee - Amy Fecher
amy.fecher@arkansas.gov
(501) 319-9550

Alternate - Clint O'Neal
coneal@arkansasedc.com
(501) 682-7350

ILLINOIS

Designee - Brandi Bradley
bnbradley2012@gmail.com
(618) 889-3510

Alternate - Nikki Budzinski
nikki.budzinski@illinois.gov
(312) 533-5078

KENTUCKY

Designee & Alternate
Dennis Keene
dennis.keene@ky.gov
(502) 573-2382

LOUISIANA

Designee & Alternate
Leslie Durham
leslie.durham@la.gov
(225) 362-2731

MISSISSIPPI

Designee - Anne Hall Brashier
annehall.brashier@gov.reeves.ms.gov
(601) 359-3150

MISSOURI

Designee & Alternate
Luke Holtschneider
luke.holtschneider@ded.mo.gov
(573) 751-4999

TENNESSEE

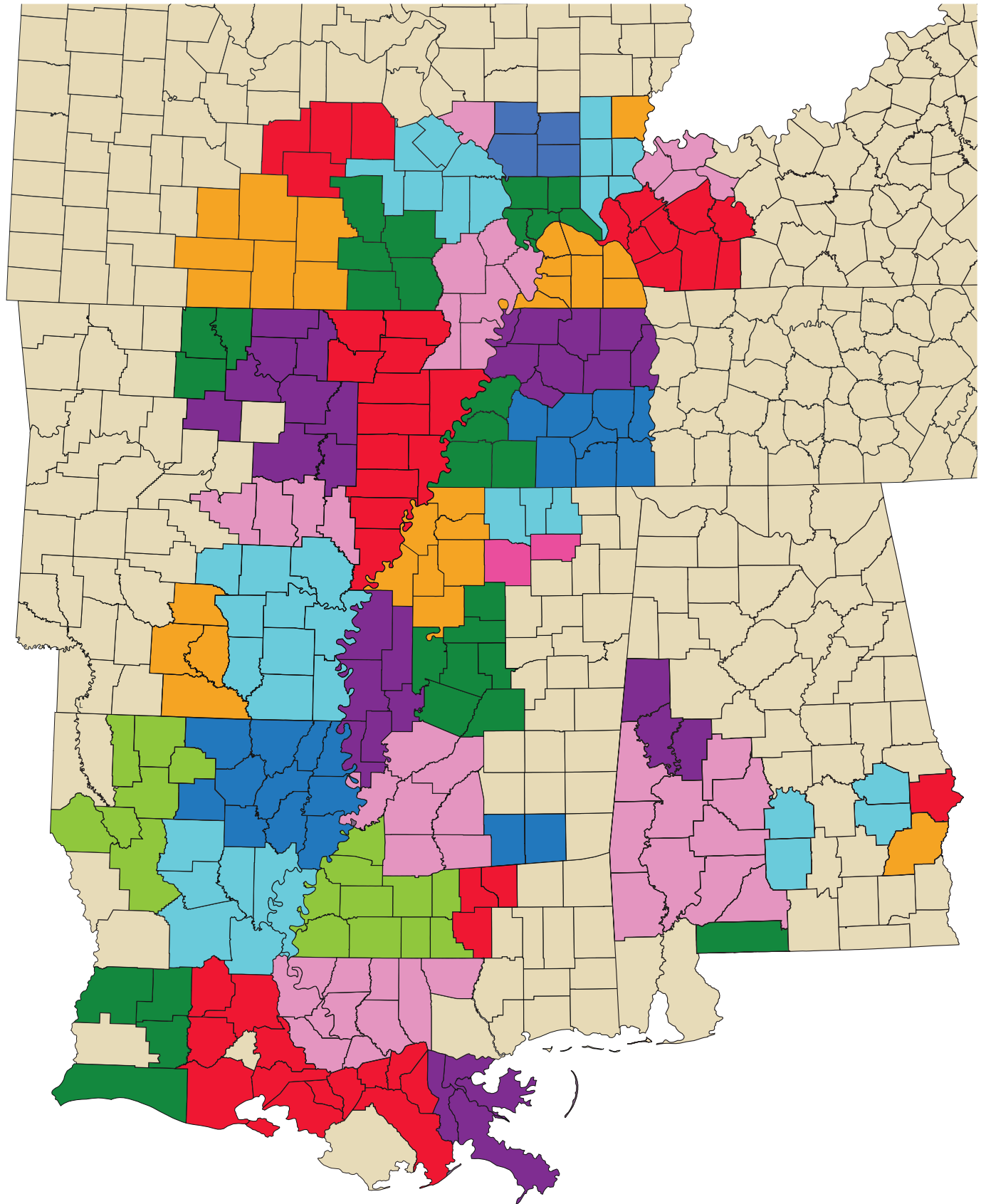
Designee - Brooxie Carlton
brooxie.carlton@tn.gov
(615) 741-8806

Alternate - Brian Kelsey
brian.kelsey@capitol.tn.gov
(615) 741-3036

FEDERAL PROGRAMS

- States' Economic Development Assistance Program (SEDAP)
- Community Infrastructure Fund (CIF)
- Public Works & Economic Adjustment Assistance Program (PWEAA)
- Delta Doctors
- Innovative Readiness Training (IRT)
- Rural Communities Advancement Program (RCAP)
 - Delta Leadership Institute (DLI)
 - Delta Workforce Program
 - Rural Community Development Program
 - USDA-Rural Development State Director Partnership
- Delta Region Community Health Systems Development Technical Assistance Program

Local Development Districts



Local Development Districts

ALABAMA

Alabama Tombigbee Regional Commission

www.atrcregion6.com

John Clyde Riggs, Executive Director

jcriggs50@gmail.com

107 Broad St., Camden, AL 36726

(334) 682-4234

Lee-Russell Council of Governments

www.lrcog.com

Suzanne Burnette, Executive Director

2207 Gateway Dr., Opelika, AL 36801

(334) 749-5264

South Alabama Regional Planning Commission

www.sarpc.org

John F. "Rickey" Rhodes, Executive Director

rrhodes@sarpc.org

110 Beauregard St., P.O. Box 1665, Mobile, AL 36602

(251) 433-6541

South Central Alabama Development Commission

www.scadc.net

Tyson Howard, Executive Director

thoward@scadc.net

5900 Carmichael Place, Montgomery, AL 36117

(334) 224-6903

Southeast Alabama Regional Planning and Development Commission

www.searpc.org

Thomas Solomon, Executive Director

tsolomon@searpc.org

P.O. Box 1406, Dothan, AL 36302

(334) 794-4093

West Alabama Regional Commission

www.warc.info

Dennis Stripling, Executive Director

dennis.stripling@westal.org

4200 Highway 69 North, Suite 1, Northport, AL 35473

(205) 333-2990 ext. 218

ARKANSAS

Central Arkansas Planning and Development District

www.capdd.org

Rodney Larsen, Executive Director

rodney.larsen@capdd.org

P.O. Box 300, Lonoke, AR 72086

(501) 676-2721

East Arkansas Planning and Development District

www.eapdd.com

Melissa Rivers, Executive Director

mrivers@eapdd.com

2905 King St., Jonesboro, AR 72403

(870) 932-3957

Northwest Arkansas Economic Development District

www.nwaedd.org

Joe Willis, Executive Director

jwillis@nwaedd.org

P.O. Box 190, Harrison, AR 72602-0190

(870) 741-5404

Southeast Arkansas Economic Development District

Patricia Hargrove, Interim Executive Director

phargrove@southeastarkansas.org

P.O. Box 6806, Pine Bluff, AR 71611

(870) 536-1971

Southwest Arkansas Planning and Development District

www.swapdd.com

Renee Dycus, Executive Director

renee.dycus@arkansas.gov

P.O. Box 524, Magnolia, AR 71754

(870) 234-4030

White River Planning and Development District

www.wrpdd.org

Jan Smith, Executive Director

P.O. Box 2396, Batesville, AR 72503

(870) 793-5233

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Local Development Districts

ILLINOIS

Greater Egypt Regional Planning and Development Commission

www.greateregypt.org

Cary Minnis, Executive Director

caryminnis@greateregypt.org

3000 West DeYoung Street, Suite 800 B-3, Marion, IL 62959

(618) 997-9351

Greater Wabash Regional Planning Commission

www.gwrpc.com

Rileigh Lear, Executive Director

director@gwrpc.com

10 West Main St., Albion, IL 62806

(618) 445-3612

Southeastern Illinois Regional Planning and Development Commission

www.sirpdc.org

Alene Carr, Executive Director

acarr.sirpdc@clearwave.com

230 W. Poplar, Harrisburg, IL 62946

(618) 252-7463

Southern Five Regional Planning District and Development Commission

www.southernfive.org

Tiffany George, Executive Director

5 Justice Dr., Ullin, IL 62992

(618) 845-9000

Southwestern Illinois Metropolitan and Regional Planning Commission

Kevin Terveer, Executive Director

kterveer@simpac.com

2511 Vandalia, Collinsville, IL 62234

(618) 344-4250 ext. 108

KENTUCKY

Green River Area Development District

www.gradd.com

Jiten Shah, Executive Director

jitenshah@gradd.com

300 GRADD Way, Owensboro, KY 42301

(270) 926-4433

Pennyryle Area Development District

www.peadd.org

Jason Vincent, Executive Director

Jason.vincent@ky.gov

300 Hammond Dr., Hopkinsville, KY 42240

(270) 886-9484

Purchase Area Development District

www.purchaseadd.org

Jennifer Beck Walker, Executive Director

jennifer.beckwalker@purchaseadd.org

P.O. Box 588, Mayfield, KY 42066

(270) 247-7171

LOUISIANA

Capital Region Planning Commission

www.crpcla.org

James Setze, Executive Director

jsetze@crpcla.org

333 N. 19th St., Baton Rouge, LA 70802

(225) 383-5203

Imperial-Calcasieu Regional Planning and Development Commission

www.imcal.org

Cheri Soileau, Executive Director

cheri@imcal.org

4310 Ryan Street, Suite 3, Lake Charles, LA 70602

(337) 433-1771

Local Development Districts

Kisatchie-Delta Regional Planning and Development District

www.kdelta.org

Heather Urena, Executive Director

HSUrena@aol.com

3516 Parliament Court, Alexandria, LA 71303

(318) 729-8996

North Delta Planning and Development District

www.northdelta.org

David Creed, Executive Director

david@northdelta.org

1913 Stubbs Ave., Monroe, LA 71201

(318) 387-2572

Regional Planning Commission

www.norpc.org

Maggie Woodruff, Executive Director

mwoodruff@norpc.org

10 Veterans Memorial Blvd., New Orleans, LA 70124

(504) 483-8500

South Central Planning and Development Commission

www.scpdc.org

Kevin P. Belanger, C.E.O.

kevin@scpdc.org

P.O. Box 1870, Gray, LA 70359

(985) 851-2900

The Coordinating and Development Corporation

www.cdconline.org

Jack Skagg, President & C.E.O.

jskagg@cdconline.org

5210 Hollywood Ave., Shreveport, LA 71109

(318) 632-2022

MISSISSIPPI

Central Mississippi Planning and Development District

www.cmpdd.org

Mike Monk, CEO

mmonk@cmpdd.org

1170 Lakeland Dr., P.O. Box 4935, Jackson, MS 39296

(601) 981-1511

East Central Planning and Development District

www.ecpdd.org

Bill Richardson, Executive Director

mail@ecpdd.org

P.O. Box 499, Newton, MS 39345

(601) 683-2007

North Central Planning and Development District

www.ncpdd.org

Steven Russell, Executive Director

srussell@ncpdd.org

711 South Applegate, Winona, MS 39090

(662) 283-2675

North Delta Planning and Development District

www.ndpdd.com

James Curcio, Executive Director

jcurcio@ndpdd.com

P.O. Box 1488, Batesville, MS 38606

(662) 561-4100

Northeast Mississippi Planning and Development District

www.nempdd.com

Sharon Gardner, Executive Director

sgardner@nempdd.com

P.O. Box 600, Booneville, MS 38829

(662) 728-6248

South Delta Planning and Development District

www.southdeltapdd.com

Tommy Goodwin, Executive Director

tgoodwin@sdpdd.com

124 S. Broadway St., Greenville, MS 38701

(662) 378-3831

Southern Mississippi Planning and Development District

www.smpdd.com

Leonard Bentz, Executive Director

lbentz@smpdd.com

10441 Corporate Drive, Suite 1, Gulfport, MS 39503

(228) 868-2311

Visit us at dra.gov



Local Development Districts

Southwest Mississippi Planning and Development District

www.swmpdd.com

Wirt Peterson, Executive Director

wpeterson1@bellsouth.net

100 South Wall St., Natchez, MS 39120

(601) 446-6044

Three Rivers Planning and Development District

www.trpdd.com

Vernon R. Kelly, Executive Director

vrk@trpdd.com

75 South Main St., P.O. Box 690, Pontotoc, MS 38863

(662) 479-2415

MISSOURI

Bootheel Regional Planning and Economic Development Commission

www.bootrpc.com

Hannah Barnett, Executive Director

hbarnett@bootrpc.com

105 E North St., Dexter, MO 63841

(573) 614-5178

Meramec Regional Planning Commission

www.meramecregion.org

Bonnie Prigge, Executive Director

bprigge@meramecregion.org

4 Industrial Dr., St. James, MO 65559

(573) 265-2993

Ozark Foothills Regional Planning Commission

www.ofrpc.org

Felicity Ray, Executive Director

felicity@ofrpc.org

3019 Fair Street, Poplar Bluff, MO 63901

(573) 785-6402

South Central Ozark Council of Governments

www.scocog.org

Johnny Murrell, Executive Director

jmurrell@scocog.org

4407 County Road 2340, Pomona, MO 65789

(417) 256-4226

Southeast Missouri Regional Planning and Economic Development Commission

www.semorpc.org

Drew Christian, Deputy Executive Director

dchristian@semorpc.org

1 W. Saint Joseph St., P.O. Box 366, Perryville, MO 63775

(573) 547-8357

TENNESSEE

Memphis Area Association of Governments

www.maagov.org

Ralph Moore, Executive Director

rmoore@maagov.org

8289 Cordova Rd., Suite 103, Cordova, TN 38016

(901) 729-2871

Northwest Tennessee Development District

www.nwtdd.org

John Bucy, Executive Director

john.bucy@nwtdd.org

124 Weldon Dr., Martin, TN 38237

(731) 587-4213

Southwest Tennessee Development District

www.swtdd.org

Joe Barker, Executive Director

jwbarker@swtdd.org

102 East College St., Jackson, TN 38305

(731) 668-7112

Agency Directory

Federal Office

400 North Capitol Street NW, Suite 365
Washington, DC 20001
(202) 434-4870

Regional Headquarters

236 Sharkey Avenue, Suite 400
Clarksdale, MS 38614
(662) 624-8600

LEADERSHIP

Chris Caldwell
Federal Co-Chairman
(662) 624-8600

Brian Henson
Chief of Staff
bhenson@dra.gov
(202) 400-1453

STAFF

Amanda Allen
Senior Program Manager – SEDAP
aallen@dra.gov
(662) 483-8203

Alonda Jackson
Accounting & Human Resources Supervisor
ajackson@dra.gov
(662) 624-8600

Shawna Blair
Director of Communications and Public Engagement
sblair@dra.gov
(202) 434-4842

Aury Kangelos
Program Manager
akangelos@dra.gov
(901) 484-5082

Charles Buchanan
Director of Finance & Administration
cbuchanan@dra.gov
(662) 624-8600

Kemp Morgan
Director of Program Development & Management
kmorgan@dra.gov
(662) 483-8210

Susan Edwards
Program Analyst
sedwards@dra.gov
(501) 682-7392

Anita Stasher
Monitoring & Compliance Specialist
astasher@dra.gov
(662) 624-8600

Staresha Hoskins
Program Manager – RCAP
shoskins@dra.gov
(662) 483-8212

Christina Wade
Program Manager – Health
cwade@dra.gov
(662) 302-7339

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